

## Current Data

New Retail Deliveries YTD (units)	320
Month of Year	5
Average # Retail Units Delivered Per Month	64
Total # Units Currently in Inventory	171
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (1,146)
	4
CURRENT Monthly Gross Profit	\$ (73,344)
CURRENT Yearly Front End Gross Profit Total	\$ (880,128)

## Projection

	6.0
\$	(500.0)
	86
\$	(42,750)
\$	30,594
\$	(513,000)
\$	367,128

## Additional Income

				Monthly
				22
Current New Vehicle F&I Average PVR			139	\$ 3,058
PDI & Accessory Sales PVR	198	X 50% Gross	\$ 99	\$ 2,178
Trade %	40%	# of Trades	8.8	\$ 797

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	1.3	\$	4,114
Average Recon on U/C Trade	1100	X 50% Gross	\$ 550	\$	7,652
Average PUVR Wholesale			\$ 604	\$	7,443
Average PUVR (Front and Back) on Trades			\$ 1,023	\$	14,190
Hard Pack Per Unit UV			\$ 995	\$	2,506
Hard Pack Per Unit NV			\$ 645	\$	61,600
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	6,600
OEM Incentives Per Unit			\$ 2,800	\$	6,600
Floorplan Assistance Per Unit			\$ 300	\$	30,594.00
Advertising Credits Per Unit			\$ 300	\$	116,738
Total Washout PNVR (Adjusted for %s)			\$ 4,220	\$	147,332
<b>Note: This does not include future Gross Opportunities</b>				\$	360,807



<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	264
NV F&I Increase	\$ 36,696
PDI & Accesory Increase	\$ 26,136
UV Wholesale Increase	\$ 9,567

UV Recon Increase	\$ 49,368
UV Retail PUVR Increase	\$ 91,824
Hard Pack Increase UV	\$ 89,311
Hard Pack Increase NV	\$ 170,280
Doc Fee/Admin Fee/ Service Charge Increase	\$ 30,070
OEM Incentives Increase	\$ 739,200
Floorplan Assistance Increase	\$ 79,200
Advertising Credit Increase	\$ 79,200
Front End Variance (from above)	\$ 367,128
Additional Income Variance	\$ 1,400,853
<b>Total Variance</b>	<b>\$ 1,767,981</b>
<b>Total Projected Gross Profit</b>	<b>\$ 4,329,679</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,026
Average <u>Front End</u> Gross Profit PNVR	\$ (1,146)
Annualized Yearly Front End Gross Profit Total	\$ (1,175,796)



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 139	\$ 142,614
PDI & Accessory Sales PVR	\$ 198	X 50% Gross	\$ 99	\$ 101,574
Trade %	40%	# of Trades	410.4	410.4
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	61.6	61.6
Average Recon on U/C Trade	\$ 1,100	X 50% Gross	\$ 550	\$ 191,862
Average PUVR Wholesale			\$ 604	\$ 37,182
Average PUVR (Front and Back) on Trades			\$ 1,023	\$ 356,863
Hard Pack Per Unit UV			\$ 995	\$ 408,348
Hard Pack Per Unit NV			\$ 645	\$ 661,770
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 116,861

OEM Incentives Per Unit	\$	2,800	\$	2,872,800
Floorplan Assistance Per Unit	\$	300	\$	307,800
Advertising Credits Per Unit	\$	300	\$	307,800
<b>Total Washout PNVR</b>	<b>\$</b>	<b>4,220</b>	<b>\$</b>	<b>4,329,679</b>
<b>Note: This does not include future Gross Opportunities</b>				

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